



Gender-Responsive Procurement

Evidence from the global experience

January 25th, 2022

KEY CONCEPTS

Gender-Responsive Procurement (GRP) is the sustainable selection of services and goods that considers the impact on gender equality and women's empowerment.

Woman-Owned Business includes at least 51% independent ownership including unconditional control by one or more women and independence from non-women-owned businesses.

Gender-responsive business is a legal entity that promotes gender equality and meets local and international labour and human rights standards.



GRP IN THE CONTEXT OF SDGs

In alignment with the UN Sustainable Development Goals (SDGs), in particular **SDG 5: gender equality**, **SDG 8: decent work & economic growth**, **SDG 12: responsible consumption**, specifically **target 12.7** on sustainable procurement practices, UN Women continues to prioritise Gender Responsive Procurement (GRP)



Public procurement accounts for almost 15% of GDP in developed countries and 30% in some developing countries, while WOBs access only **1% of the public procurement opportunities**.

Moreover, equal economic rights for all represent an inseparable **human right**.



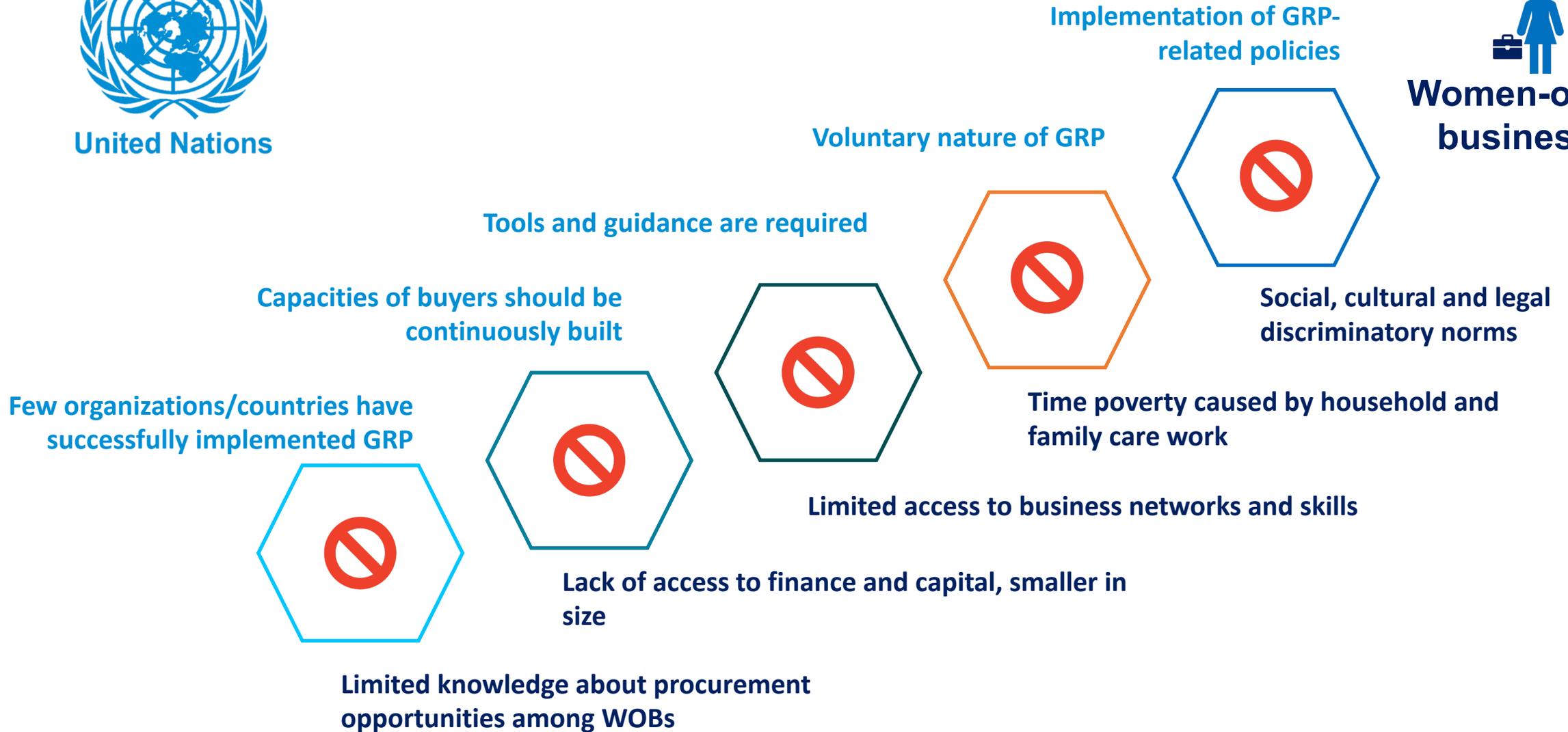
BARRIERS TO GRP



United Nations



**Women-owned
businesses**



GRP IN UN WOMEN

GRP is intergrated in the procurement all stages of the cycle:

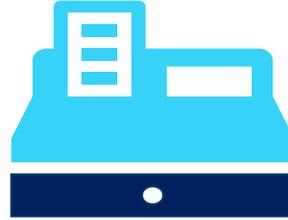
- When preparing a procurement plan
- When preparing the terms of reference (technical requirements that do not exclude WOBs)
- During market research phase (e.g. expression of interest), if applicable
- During procurement advertisement (GRP in tender templates)
- When assessing bids and awarding contracts (gender criteria)
- When informing unsuccessful bidders of the award decision
- After contract award, e.g. when providing feedback on the goods, works, or services provided
- When paying suppliers



TOOLS ON GRP IN UN WOMEN



Global database of WOBs in E-Procurement system



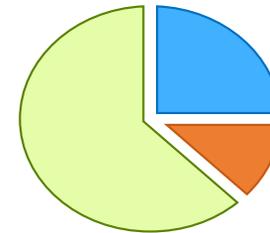
Suppliers are classified by ownership



Increasing pool of gender-responsive suppliers through tenders



Gender Criteria in Evaluations



Internal GRP dashboard to measure progress



ACHIEVEMENTS & LESSONS LEARNED

- Rigorous implementation of existing GRP tools in UN Women globally resulted in **doubling of procurement spend with WOBs over 5 years (2016-2020)**.
- In 2021 we spent **15%** of total spend on WOBs. **14%** of suppliers are registered as WOBs in UN Women and these numbers are growing.
- UN Women-specific and UN system-wide **Strategy and Policy on GRP** is under development.
- Growing number of Governments, UN agencies, NGOs, private sector companies **express interest in GRP and seek guidance**.
- **Tools to capture data on WOB and gender-responsive suppliers** is required to set baseline, establish targets, measure progress and adapt to GRP strategy.
- Integrating GRP at **every stage of the procurement process** is essential.
- **Building of suppliers and buyers' capacities** on GRP is critical, especially as GRP is evolving over time.

OTHER EXAMPLES

Dominican Republic

- In 2019 spent **26 %** of total procurement value on WOBs (increased by **16%** since 2012) and **30%** of contracts were awarded to women.
- **Public database of women-owned businesses** developed through outreach and market research.
- Utilizes **E-Procurement system** for enhanced transparency and efficiency in procurement. Offering training for suppliers on how to tender online successfully.
- **Capacity building of public buyers** delivered with assistance of UN Women and other partners.

OTHER EXAMPLES

Kenya

- In 2013 launched a policy that **reserved 30 per cent** of government procurement of goods, services and civil works for enterprises owned by women as well as youth and persons with disabilities (including women).
- **Business Women's Academy** established to train women on procurement.
- **Strengthened the government monitoring system** by training procurement officers.
- **Established a Women Enterprise Fund** to provide accessible and affordable credit to support women start and expand businesses.
- Since then Kenya has seen a **gradual increase** in the proportion of its public procurement spend going to women-owned businesses and other disadvantaged groups.

OTHER EXAMPLES

Chile

- In 2014 conducted **baseline analysis of the market** to identify share of women, size of their companies and in which industries they were active.
- Established **E-marketplace** where **90% of the companies** that sell their products and services are micro or small enterprises.
- Revised procurement policies to include **gender-specific evaluation criteria**.
- **Launched a certification** that helps procuring entities to identify women-led enterprises, or those with more than 50% of female workers. This is used as a gender criteria.
- Capacity-building among **public procurement officers**.
- **Facilitated access to public markets** by making its websites user-friendly and guiding potential suppliers through every stage of the procurement process with videos to increase the ease of understanding.
- Specialized **training programmes were created for women entrepreneurs** on how to submit bids for public procurement.

MORE EXAMPLES TO EXPLORE

- Colombia
- South Africa
- India
- United Arab Emirates
- Scotland
- To name a few...

SOURCES OF ADDITIONAL INFORMATION

- ✓ UN Women's official website: www.unwomen.org
- ✓ United Nations Global Marketplace www.ungm.org
- ✓ UN Women (2021) [Empowering women through public procurement and enabling inclusive growth.](#)
- ✓ UN Women (2021) [Rethinking gender-responsive procurement: Enabling an ecosystem for women's economic empowerment.](#)
- ✓ UN Women (2017). [The power of procurement: How to source from women-owned businesses.](#)





THANK YOU!

UN WOMEN, PROCUREMENT SECTION